

Message Text

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ACTION ARA-10

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AMCONSUL CALI

AMCONSUL MEDELLIN

UNCLAS BOGOTA 9773

EO 11652: NA

TAGS: BEXPO, CO

SUBJ: FOREIGN INVESTMENT OPPORTUNITY

1. NAME OF FIRM: FERROCARRILES NACIONALES DE COLOMBIA
2. ADDRESS: CALLE 13 NO. 18-24 OF. 300, BOGOTA, COLOMBIA
3. TYPE OF VENTURE SOUGHT: JOINT VENTURE
4. PRODUCT OR SERVICE INVOLVED: RAILROAD CROSS-TIES
5. ASSISTANCE SOUGHT: CAPITAL, MACHINERY & EQUIPMENT
6. RAW MATERIAL AVAILABILITY: FOREST CONCESSION OF
494,000 ACRES
7. AVAILABILITY OF LABOR: PLENTIFUL
8. CAPITAL REQUIREMENT: US\$1,500,000 BY STAGES OVER 10 YEARS.
9. MACHINERY NEEDED: EQUIPMENT TO PRODUCE RAILROAD CROSS-TIES
FROM HARVESTING OF TREES TO TRANSPORTATION OF FINISHED
PRODUCT.
10. BENEFITS OFFERED US PARTICIPANTS: LOCAL SALES OF AROUND 140,000
RAILROAD CROSS-TIES PER MONTH TO THE LOCAL PARTNER, AND

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AUTONOMOUS GOVERNMENT ENTITY.

11. PREVIOUS US CONTACTS: NONE

12. PRESENT SERVICES: RAILROAD TRANSPORTATION SERVICES-PASSENGERS
4,286,560 (YEAR 1973) AND CARGO 2,759,682 TONS (YEAR 1973)

13. CURRENT ANNUAL SALES: US\$21,005.527

14. YEAR ESTABLISHED: 1880

-15. CURRENT NUMBER EMPLOYEES: 14,000

16. NAME & TITLE OF RESPONSIBLE PERSON(S): MARCO TULIO LORA GENERAL
MANAGER.

17. REASONS FOR AMERICAN PARTICIPATION (WHY US BUSINESS SHOULD
INVESTIGATE): (A) FERROCARRILES NACIONALES SUBMITTED THIS
OPPORTUNITY DIRECTLY TO THE ECONOMIC/COMMERCIAL SECTION (B)
THERE APPEARS TO BE A GOOD LONG-TERM MARKET IN COLOMBIA FOR
RAILROAD TIES AND FINALLY, (C) IF US FIRMS DO NOT TAKE ADVANTAGE
OF THIS OPPORTUNITY, THIRD COUNTRY FIRMS WILL.

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